SELLING ON COMMISSION POOR SYSTEM, SAYS HE

veteran of Automobile Row Blames Scheme for Lowering Quality of Men.

ANT GET OUT TO "MIX"

imited Incomes and Precarious Living Brings "Sell at Any Cost" Type.

The great mistake that automobile gents and branch managers are making ed have made right along since they parted in to sell cars is in their method retaining salesmen," says a veteran row. "It is not so much many cases the men are not sulpped either in personal appearance n knowledge to make a good imression, although of course these are which some automobile sales en do not measure up to the mark, but very bad practice of engaging salesen on a commission basis, without salary arrangement, has been responsible for great deal that is not good in the

"To be sure, selling cars is more wasen arrangement than anything else, that for a considerable time in each r an automobile salesman on salary could be helping to exhaust the resources of his employer. However, in many lines business the salary arrangement to ed and often if there is a commission consideration affairs are so fixed that at east a seller of goods does not have depend entirely on whether or not he successful every single day in disosing of cars.

ducing class, requires money. A know wanted me to take up a which he was interested. He had

in the expensive hotels, where I might dily meet men who had money to hd. I could do very much better with automobile than if I stayed in the sroom and merely attempted to sell those who were attracted in. had other and more lavish ideas I approved of naturally, bewhen I came to ask him on s we could come to an agree-had the idea that I should a commission. In other words, to finance his proposition and take es on making enough money through issions to break even. The idea expense account never entered his

mind, until I broached it, and when I did speak of it he said that it was out of the question.

"This is the policy to which a great many persons who would like to sell automobiles adhere. It is not the policy that is followed in other lines of business, which are nearly similar if not calls for reform, I think. It always distresses me when I see salesrooms with talls for reform, I think. It always distresses me when I see salesrooms with the way of selling lare, because bound down by their restricted financial limits.

"In synthetic production of rubber the knowledge which scientists have added to this recurring industry compels great interest." said Mr. de Lisser. "Not yet, however, has there been assurance of commercial value from the standpoint of practical manufacturing, wearing qualities under the Brutal usage to which tires are subjected and the reduction of tire costs.

"A long time will be required to prove these qualities. It must be borne in mind that it has taken years to build a good motor car tire from natural rubber, to say nothing of a chemical compound."

They are not salesman in one sense word, because they can only at-to sell to those who enter the As a rule, when a man enters place. As a rule, when a man enters a store he is at least half sold on the proposition. If he is only a shopper at least the idea of buying the automobile has entered his mind and the best that most of these men can do is to repeat the language of the advertisements or circulars of the cars, which is no very high grade or degree of salesmanship. egree of salesmanship.

"Of course to attempt to run an agency a branch on this scale would mean reduction in the profit to the manager far as each single car is concerne But it might very well lead to so great in increase in the number of sales of ars that he would do as well as if not better than under the other system. At least it would rescue the automobile sales-man from his present somewhat unpleascondition of being a very inferior

"Then too the 'sale at any cost' type of salesman would be done away with salesman would be more honor and honesty. The drones, who soldiered on the salary system, could soon be driven out too the balary system. ut too, so this objection would not hold."

Edwards Co. in Long Jaland City.

The Edwards Motor Car Company, in sich C. G. Stoddard and H. J. Edwards ity, N. Y., as the location for its present manufacturing operations. The company as taken what is known as the Blanchard

WESTGARD ON THE PACIFIC.

Transcontinental Tourist Reaches Scattle and Turns South.

A. L. Westgard, representing the American Automobile Association, who left New York on July 11 to chart a northern transcontinental route to Seattle, has arrived in the Pacific Northwest. The line he completed is through Buffalo, Chicago, Milwaukee, St. Paul, Minneapolis, Bismarck, Miles City, Billings, Livingston, Butte, Missoula and Spokane. Between New York and Bismarck the schedule made in advance was kept, but a cloud-burst and heavy rain out there caused a delay of more than a weck, especially along the Yellowstone River in Montana. These made it impossible for the expedition to reach the good roads convention in Anaconda.

As a result of this trip a complete log A. L. Westgard, representing the Amer-

As a result of this trip a complete log with odomoter distances, landmarks and other necessary information through to Yellowstone Park and to Glacier National Yellowstone Park and to Glacier National Park will soon be forthcoming. Although the route lay over rough country good time was made through Northern Idaho to Spokane and from Spokane to Seattle, running through Snoqualmie Pass on the direct route. It is not expected, however, that travel generally will go through Snoqualmie except in midsummer and a safer way is being figured out to connect from Spokane to the Columbia River and Portland, where one branch will be run north to Tacoma, Seattle and Vancouver and another south to San Francisco.

Mr. Westgard is now on his way to San

Mr. Westgard is now on his way to San Francisco over what is known as the Pa-cific Highway. When he arrives at San Francisco be will start east on the second leg of his proposed triple transcontinental leg of his proposed triple transcontinental tour. He will go through Reno, Ogden, Laramie and Cheyenne to Omaha and then over the upper route through Iowa to Chicago. It is expected that he will to Chicago. It is expected that he will start west from New York on the last leg tific management and urges as a great of the triple tour about the third week in point in favor of the commorcial vehicle Santember.

CARS FOR ELGIN EVENTS.

Fiat, to Be Driven by Tetslaff, Is a Late Entry.

the Elgin road races. August 30 and 31 Teddy Tetzlaff has entered both the Elgin trophy and free for all events. He will be at the wheel of E. E. Hewresing of cars.

"It may chance that a man will go a week without selling a car. He may sell three cars in one day. These are hazards of the business, particularly such a business as the selling of automobiles, which is, to be sure, being graduated from the class of absolute luxuries into that of semi-luxuries.

"However, dealers can hardly expect a man to dress well, to live well, and to man to dress well, to live well, and to live well well well well well be at the wheel of E. E. Hew-lett's Fiat. Mr. Hewlett may send the big Grand Prize race Fiat for the free for all.

F. S. Dusenberg has entered a Mason can in the "baby car" race for the 231 cubic inches and under class. Because the Schacht cars have been suspended from competition the entry which Harry Endless well, to live well, and to live well well well well well as the wheel of E. Hew-lett's Fiat. Mr. Hewlett may send the big Grand Prize race Fiat for the free for all.

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"However, dealers can hardly expect a man to dress well, to live well, and to hold his end up generally when he is doing business on a commission basis exclusively. If the car is such that it sells on sight this is all right, but most automobiles as yet depend a good deal on pushing. The car has not yet been found which sells itself, as far as I canow.

"To move in reasonably good society, such that the automobile salesman may have a chance to meet people of the sind that he would like to interest in cars and to make friends with those of the producing class, requires money. A aurora trophy event there are a Falcan and Ohio, with drivers not yet named. A and Ohio, with drivers not yet named, a and in the Illinois trophy a pair of ad Stutzes, with Merz and Anderson up, and umber of very good ideas about how a Falcar. The baby car event probably sight be able to further its fortunes, will have a couple of Herreshofts and a thought that if I made it a practice pehing at the better class restaurants little Mason company.

SHY OF SYNTHETIC RUBBER.

Trade Doubtful of Its Qualities, De Lisser Says.

The recent arrival in the United States of a German chemist whose concern abroad has been working to build motor tires from rubber produced from coal tar calls attention to one attitude of the American tire trade toward the syntheic rubber idea. What the feeling is toward the artificial stuff was expressed by Horace de Lisser of the Ajax-Grieb Rubber Company just before he sailed not long ago for Europe.

"In synthetic production of rubber the knowledge which scientists have added to

until I broached it, and when I

Radford Head of Cartercar Company Harry R. Radford has been elected to the office of vice-president and general manager of the Cartercar Company, with complete charge of the factory of that concern at Pontiac, Mich. Mr. Radford for several years has been sales manager for the Cartercar Company and about

Another New England New Motor Product

TRUCK OWNERS FAIL TO KEEP EXACT DATA

Recording Devices Not Employed as They Should Be on Wagons.

GUESSES ARE MOST USED

Can't Expect to Know What They're Doing With "Horse" Methods.

the most surprising things in connection with the use of motor wagons in this country the almost criminal lack of scientific measurement in recording the performance of the machines."

that it has succeeded "in demonstrating its economy and utility in spite of its heritage of horse maladministration."

He recommends that truck guarantees should be for mileage, not for time, and that to that end the manufacturer should furnish a mileage recorder as part of the equipment. "A time guarantee is obviously an injustice both to the user and maker," says he. "If the time limit is one year a motor wasyn running at an average speed of twelve miles an hour for about four hours a day will have yearly mileage in the neighborhood of 15,000 miles, while an identical machine used on a day and night service would perhaps run as much as 60,000 miles in a year. The unfairness of the time guar-antee to one or other of the contracting parties is obvious when the case is stated

in this way."

A more important reason for mileage recorders is for the guarantees. Mileage and tonnage are here the big factors and conjectures wont do. "In any case— and here is where the rub comes in—the guessing of mileage records invalidates practically any bookkeeping system on which the economy of the service might be shown," is his view. "Tires, gaso-lene and oil consumption, depreciation or amortization, repairs and replacements—these are all based on mileage in any correct system of accounting, and even a small variation from the correct mileage will produce an appreciable dif-

for its moral effect on the driver as for yachts, and there are others who have its actual use. It is advisable that both mileage and speed recorders be of the autographic recording type, so that a permanent log of each machine may be available for the office records. With those and a record of the loads the worth of a driver may correctly be estimated in the majority of cases, and his wage can then be fixed according to his effectiveness and not by some arbitrary scale that has 46 foot class is gure to materialize, and majority of cases, and his wage can then be fixed according to his effectiveness and no bearing on the performance of machine and man.

act impossible for dishonest employees to act in collusion to cheat the company."

Still another and an important device suggested is one that insures the correct measurement of loads. This, says the Power Wagon man, is a "much more difficult matter, and many companies operating motor wagons would rebel against any device designed to prevent overloading. There is a certain two ton gasolene truck which has a cross beam that bears to have a class of thirty-eight foot sloops to have a class of thirty-eight foot sloops.

oncern at Pontiac, Mich. Mr. Hadford for several years has been sales manager for the Cartercar Company and about a year ago become general sales manager. He now has control of the engineering, purchasing, manufacturing, advertising and selling organization of the concern. The Cartercar is one of the General Motors properties.

Bens Owner Sams Up Leng Trip,

J. Griswold Webb of New York wired Several days ago from Vancouver to the Bens Auto Import Company here as follows: "Just arrived here after last stage of trip up into Northwest. Went up into northern British Columbia nearly to Alaskan border, where lack of roads and bridges forced us to turn back. Machine still in perfect condition. Am shipping it East by freight from here. Its performance through entire trip has been phenomenal. Best regards."

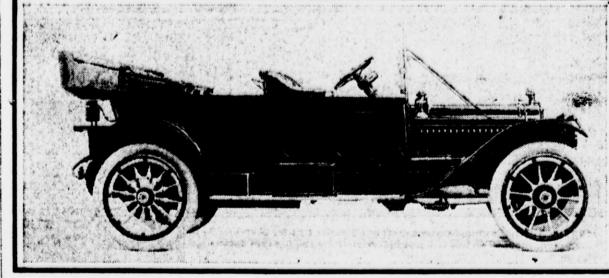
There is also a well defined movement truck which has a cross beam that bears to have a class of thirty-eight foot sloops to day and one-half tons is put on load of two and one-half tons is put on load of twe and safe was alload of two and one-half tons is put on load of tw

The Edwards Motor Car Company, in leh C. G. Stoddard and H. J. Edwards be the principals, has chosen Long Island by N. Y., as the location for its present unufacturing operations. The company of Mestboro, Mass., has acquired an interest in the operty under a lease for a year until can arrange to build a factory of its. The production for the coming seads is expected to be between 300 and to machines.

Foster Takes Up Mergan 174cm.

Charles B. Foster, for the past ten years president of the Foster & Richardson must be made the turning point in the wagon must be made the turning point in t services of the skilled accountant.

PACKARD COMES OUT WITH A LITTLE SIX REPAIR MEN ARE SHY



PACKARD'S latest model for the 1913 market is a Little Six, called the 38, a five passenger car, with left hand drive. It has an electric system for starting, lighting and ignition.

the Sport of Next

Summer.

THE 46'S MOST POPULAR

Vanderbilt, Belmont, Pynchon, Morgan and Others Interested.

Yachtsmen are new busy planning for the next season, and while there are many rumors of a challenge coming for a race for the America's cup, which would stimulate things very much, the first and then held her advantage long. plans now being made for new yachts and new classes assure a brilliant season even if only one-half of the yachts planned are built. The 65 footers now have nearly finished their fifth season, and they have furnished some of the best racing ever witnessed. The owners of these yachts are now wishing for a these yachts are now wishing for a change, and they are talking of a class of schooners of Class C or a class of sloops of Class J. The limitations of these two classes are over 65 feet and not over 76 feet racing measurement, so they would be about ten feet longer than the present 65 footers. Former Commodore Cornelius Vanderbilt, who owns the Aurora, and Vice-Commodore G. M. Pynchon, who owns the Istalena, are willage will produce an appreciable dif.

ference in the economy of the motor installation as shown on the books of the Pynchon, who owns the Istalena, are willconcern owning the machines. Hence the
importance of the mileage recorder.

"A speed indicator is also an important
adjunct to a motor wagon, as well to the racing game with one of these
for its moral effect on the driver as for
the matter under consideration. Among
its actual use. It is advisable that both
these are Cleveland H. Dodge, who now

no bearing on the performance of machine and man.

"Coming now to the garage, the use of a perfect check on gasolene, oil, electric current, spares, repairs and other items enterting into cost computation will often result in unexpected economies. In a big garage in Chicago a firm of accountants recently installed a system which resulted in a saving of \$20 a week on the gasolene item alone, the previous system permitting several leaks between the initial purchase and the final distribution of fuel to the machines. Counterchecking of the new records showed up the leaks in every case and made it impossible for dishonest employees to act in collusion to cheat the company."

and so he purchased the Elmina and changed her name to Princess. She sailed against the Muriel, owned by Charles Smithers, and the Taormina. is very probable that now a new yacht to appear in that class, that Mr. Lloyd will have a new one built and it will be from designs by John Alden of Boston. If these two come out Charles Smithers will have a new boat. Just now ton. he is undecided in what class to build, but he wants a new racing yacht, realizing that Muriel is growing old and Class D

A protest was made by the Princes: yard Haven to Newport last Tuesday. The Elena was on the starboard tack heading in toward the Middle Ground; to windward of her was the Princess and Muriel was to windward of the Princess. Capt. Dennis had found himself in a bad pocket and his rival, the Irolita, was doing well. He put the Elena on the port tack to head off the shoal and then finding the Princess in his way tried to bluff. He called for room as Princess had the right of way. Demarest Lloyd in turn called on Muriel for room and explained that Elena had called first. Capt. Smithers replied "There is plenty of room to go under my stern and plenty of room for the Elena." The Princess, however, gave way and took the port tack and in doing so just missed ard Haven to Newport last Tuesday. The

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AUTOMOBILES.

REPAIRS.

We make a specialty of repairing automobiles; in addition to our facilities for deing fine ceach work we have a well equipped machine shop to overhaul motors; established J. M. QUINBY & CO.,

The race for the Astor cup will long be remembered as one of the most stub-bornly contested in the history of yacht-ing. In the race for the sloop cup the istalena, after having been well handled on the wind, started to run to the West Island mark, with the Winsome close astern. The Winsome gradually over-hauled the Istalena and when they neared the mark after a luffing match, during which each yacht gybed twice, she took a slight lead. About two minutes before

win the Rear Commodore's cup for the first division of schooners and the class prize.

The race for the Astor cup will long be remembered as one of the most stubbornly contested in the history of yachting. In the race for the sloop cup the istalena, after having been well handled on the wind, started to run to the West.

wen outright.
The officers of the club are: M. G. Weim, president: William Hurtig, vice-president: Sam Fenjamin, treasurer, and Rupert E. Pieston, secretary. The superintendent is James Cole and the Chairman of the beach show committee is E. Godron.

slight lead. About two minutes before reaching the mark the Istalena had overhauled the Winsome again and in two minutes these big yachts were gybed three times. They were handled like thirty footers and the fight was intensely interesting. The Istalena got by the mark first and then held her advantage long.

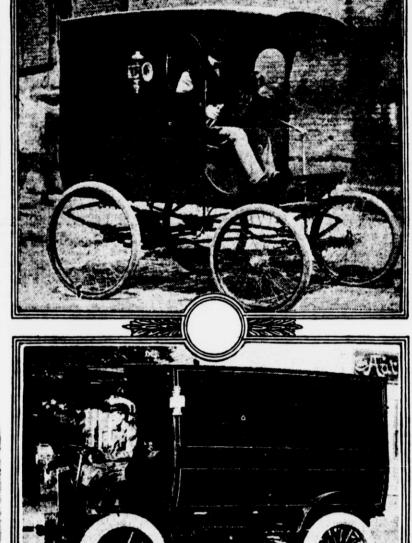
Universal In New Quarters.

The offices and service station of the Universal Motor Truck Company at 146

Veggman Carries Off Prizes.

J. R. Thorndike, owner of the Thorn-troft Kennels, is receiving congratulations on his success at the recent Newport show. Kennore Barrister, an Irish terrier by Baburn Baronet-Barlae Miss, won first prizes in the oren and winner's exhibition, while his young son, Yezemban, took a blue in the puppy class and a red in the novice. Yeggman is just 7 muchils old and he made his do but at New Jort. Chardsman, another one of Barrister's sons, won the blue in the novice of Barrister's sons, won the blue in the novice of Barrister's sons, won the blue in the puppy class and a red in the novice. Yeggman is just 7 muchils old and he made his do but at New Jort. Chardsman is the recent Newport show.

Earliest and Latest Autocars



Fourteen years separate these two machines in age and help to show some thing of the development on the commercial vehicle. The wire wheeled AUTOCAR was designed and built in 1898 and was one of the first of gasolene commercial vehicles in this country. With it is displayed one of the very latest type produced in the factory at ARDMORE.

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'Phone 5130 Columbus.

OF "INSURANCE JOBS"

Agency Service Departments Don't Like This Sort of Work.

CHARGE FOR ESTIMATES

That Scheme, at Least, Saves Them From One Kind of Imposition.

There is a never ending struggle be-tween the superintendent of the repair shop or service department of the auto-mobile concern and the insurance firm, which occasionally has to have a car re-paired. "Insurance jobs" are exceedingly distasteful to the repair man. There are firms which can always be depended upon to do the work on a car much cheaper than the service department will attempt to do it. This is often the consideration which proves most attractive to the in-surance company. The spuit which actuates the "scalp-

MANY NEW YACHTS WILL

BE BUILT THIS WINTER

catching the end of Muriel's boom. As soon as Princess gave way Capt. Dennis went back on the starboard tack with the Elena, showing that he did not need any room to keep off the shoal, but he had bluffed the Princess, which was bothering his yacht, out of the way. Princess set a protest flag and the matter will be threshed out before the committee. Should Elena be disqualified Irolita will win the Rear Commodore's cup for the first division of schooners and the class James Mortimer will ac in the official all right and will probably last a limited time, although they can hardly be de-pended upon to stand up.

A great many repair departments hest-tate about estimating on repair jobs be-cause they know that the very schedules of needed repairs that they make up at expense to themselves will simply be used oy certain insurance concerns as guides to other houses which do the work at less For instance there is one concern whose

foreman will make an estimate only on a cash payment of \$100. His reason is this: To take down a car and to inspect it thoroughly in every part and to make sure just how much new stuff must be put in and what hours of labor are necessary to complete the work and so to turn it out as good a car as it was before the acci-dent are things which mean a great many hours of time used by mechanics and also call for a large amount of exact mechani-cal knowledge, which certainly deserves being paid for.

being paid for.

If it were a surety that the job would be turned in to his repair shop he probably would not be disposed to charge for making the estimate, but he knows that if he prepares a full list, giving in detail the things that will have to be done, chances are that this will be taken at once to work which covern whose mechanics. some other concern, whose mechanics may not get the same scale of wares as do his, and who are able when it is plainly indicated to them just what is necessary to be done, to do the work at perhaps anywhere from 39 to 45 per cent. less than the regular repair shop would charge

Then again, not having the same pride in the work or not being impelled by any feeling that it will reflect on the merits of the car if the job is not well done, the outside concern is not going to put the same careful attention on things that the regular repair shop would us. Furthermore, inasmuch as the repairers

that the insurance company are more likely to hire will have to come for needed likely to hire will have to come for needed parst back to the agency repair shop, and as selling there parts is necessarily a source of a certain amount of profit with-out any chance of loss, this is another reason why rather than undertake the annoyance of the insurance company's work it is refused by the average con-

The arrangements cannot be made with the insurance company as they can be with owner direct and there are certain requests for discounts and rebates which are likely to be made by the insurance concern, which also are distasteful to the automobile agency. This is another and very important reason why "insurance jobs" are not popular with the repair

Very often a good deal more work is put on the replacing of the body and patching it up than is done on the running gear of the machine itself by the outside repair concern, and although this makes a nice looking piece of work when it is completed, it cannot be expected to go the route. The making of an estimate ofthand is

nearly an impossibility, especially a car has been damaged by fire. a car has been damaged by fire. There may be a hundred and one things to do that do not appear on the surface, but some repair men will undertake to do a job for almost nothing and then of course must slight some part of it in order to come out ahead of the game. How the situation can be met with satisfaction to all concerned is a problem. The average result is that the owner gets something the worst of it.

AUTOMOBILES.

OWNERS AND SELLERS OF AU-TOMOBILES, COMMERCIAL VEHI-CLES. GARAGES. TIRES. EQUIP-MENTS ALSO REPAIR COM-PANIES WILL ALWAYS PIND SOMETHING OF INTEREST IN THIS COLUMN.

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A rare opportunity to get a high class automole for little money. All used cars are being criticed to close our fiscal year. These cars have en rebuilt in our own shop and bear our factory arantee. It will pay you to inspect these before typing elsewhere.

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passenger: practically new; fully equipped, including top and sing covers; self starter; also extra
snoes. Seen at OLDSMOBILE CO., 1650 Broadway. MIDSUMMER saic-100 cars and bodies. All makes, open, closed. Delivery wagons. 20TH CENTURY CO., 1700 Broadway, cor. 54th.

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MAXWELL 3 West dist 3L Phone 410 Cd.

The picture is that of a new STEVENS-DURYEA, a model only just put out for the market. It is called Model Six and is shown here as a seven passenger touring car. The STEVENS is one of the earliest of sixes in this